



The U.S. Commercial Service and the
World Trade Center of New Orleans Present

BANKING ON DEVELOPMENT



BUSINESS OPPORTUNITIES CONFERENCE: WORKING WITH THE MULTILATERAL DEVELOPMENT BANKS

LOOKING FOR NEW BUSINESS OPPORTUNITIES?
FIND THEM AT OUR **BANKING ON DEVELOPMENT** EVENT.

Each year, the World Bank, Inter-American Development Bank, Asian Development Bank, African Development Bank, and the European Bank for Reconstruction and Development extend a combined total of almost \$50 billion in loans, grants, and investments to the public and private sectors for economic and social development abroad. To get in on the ground floor of these global project and procurement opportunities before your competitors do, attend our *Banking On Development* event in New Orleans.

BUSINESS INTELLIGENCE, LEADS, AND CONTACTS.

- **Discover opportunities in key sectors** including infrastructure development, transportation, information technologies, healthcare and nutrition, energy, agriculture and services. U.S. Treasury officials assigned to the Banks will present new Bank initiatives, market perspectives, and developing policy and political issues that impact U.S. companies seeking Bank procurements.
- **Identify potential business that you can pursue through these Multilateral Development Banks.** Our Commercial Service Liaison Officers will discuss major projects, consulting, and procurement opportunities generated from the Banks' grants and lending operations.
- **Find out from high-level Asian Development Bank and private sector officials how you can target and win new business.** Afternoon educational sessions will feature strategies that winning companies have used to construct their bids and approaches for obtaining Multilateral Development Bank support for projects in emerging markets.

REGISTER NOW.

EVENT: Banking On Development

WHEN: March 30, 2006
8:30am to 5:00pm
Continental Breakfast starts
at 7:30am

WHERE: World Trade Center
2 Canal Street
New Orleans, Louisiana 70130

**TO
REGISTER:** Visit www.wtcno.org/programs

WHO SHOULD ATTEND?

The CEOs, owners, and decision makers of U.S. companies interested in competing for and winning new project and procurement opportunities around the world.

BANKING ON DEVELOPMENT CONFERENCE CO-SPONSORS

Delphos International, Ltd.
Parsons Brinckerhoff
City of New Orleans

Development Finance
International, Inc.
Louisiana Economic
Development

Louis Armstrong New
Orleans International Airport
Port of New Orleans

IN COOPERATION WITH

National Foreign Trade Council
U.S. Chamber of Commerce
National Association of Manufacturers
Bankers Association for Finance and Trade
An Affiliate of the American Bankers Association
Ark-La-Tex Regional Export & Technology Center
Baton Rouge Center for World Affairs
Consular Corps of New Orleans
Hispanic Chamber of Commerce of Louisiana
International Freight Forwarders and Customs Brokers Association of New Orleans
International Trade Council/Red River Region
Le Centre International de Lafayette
Louisiana District Export Council
Louisiana International Trade Center/SBDC
Louisiana Tax Free Shopping
Louisiana Technology Council
Loyola College of Business Administration
Propeller Club, Port of New Orleans
World Affairs Council of New Orleans
World Trade Club of Greater New Orleans



The U.S. Commercial Service and the World Trade Center of New Orleans Present **BANKING ON DEVELOPMENT**



THE CONFERENCE ON PROVIDING SOLUTIONS AND CREATING OPPORTUNITIES FOR U.S. COMPANIES AT THE MULTILATERAL DEVELOPMENT BANKS

March 30, 2006

8:30am to 5:00pm (Registration starts at 7:30am)

World Trade Center – The Plimsoll Club

2 Canal Street, New Orleans, LA 70130

7:30 - 8:30

Registration and Continental Breakfast

8:30 - 8:40

Welcome to New Orleans

Charles W. Nelson, President, World Trade Center

Don Hutchinson, Executive Assistant to the Mayor for Economic
Development, City of New Orleans

8:40 - 8:45

Opening Remarks

Daniel John Bloom, Director
Advocacy and Multilateral Development Bank Center

8:45 - 9:00

The Accelerating Importance of the Multilateral Development Banks

The Honorable Israel Hernandez, Assistant Secretary for Trade
Promotion and Director General for the U.S. & Foreign Commercial
Service

9:00 -10:30

Senior Commercial Officers at the Multilateral Development Banks will discuss their role and provide an overview of their respective Banks

Panelists:

Gene Harris, Senior Commercial Officer
European Bank for Reconstruction and Development

Frank Foster, Senior Commercial Officer, Asian Development Bank

Rashida Petersen, Acting Senior Commercial Officer
African Development Bank

Brian McCleary, Senior Commercial Officer
Inter-American Development Bank

Will Center, Senior Commercial Officer, World Bank

Moderator:

Diane Willkens, President and CEO
Development Finance International, Inc.

10:30 - 10:45

BREAK

10:45 - 12:30

Visiting U.S. Executive Directors' perspectives on the strategic direction of the MDBs, how the Banks are improving governance and transparency in less-developed countries, and advancing U.S. procurement opportunities

Invited Panelists:

Ambassador Cynthia Perry, U.S. Executive Director
African Development Bank

Ambassador Paul Speltz, U.S. Executive Director, Asian Development Bank

The Honorable Hector Morales, U.S. Executive Director
Inter-American Development Bank

The Honorable Robert B. Holland, III, U.S. Executive Director
The World Bank

Gretchen Biery, Senior Advisor, U.S. Executive Director's Office
European Bank for Reconstruction and Development

Moderator:

Michael Olivier, Secretary of Economic Development, State of Louisiana

12:30 - 1:30

Lunch

Informational Training Sessions

1:45 - 3:15

Session A. Success Stories: Constructing A Winning Bid
Susana Florian, Senior Vice-President, Parsons Brinckerhoff

Session B. Banking on the Private Sector: How to obtain MDB money for your project in emerging markets
William A. Delphos, Managing Director, Delphos International, Ltd.

Session C. ADB – Procurement of Goods & Civil Works – Part I
Ignatius Santoso, Principal Procurement Specialist, ADB

Session D. ADB – Procurement of Consulting Services – Part I
Huang Yinguo, Principal Consulting Services Specialist, ADB

3:15 - 3:30

Break

3:30 - 5:00

Session A. Success Stories: Constructing A Winning Bid
Susana Florian, Senior Vice-President, Parsons Brinckerhoff

Session B. Banking on the Private Sector: How to obtain MDB money for your project in emerging markets

William A. Delphos, Managing Director, Delphos International, Ltd.

Session C. ADB – Procurement of Goods & Civil Works – Part II

Ignatius Santoso, Principal Procurement Specialist, ADB

Session D. ADB – Procurement of Consulting Services – Part II

Huang Yinguo, Principal Consulting Services Specialist, ADB

5:00 - 6:30

The Finale – A Closing Jazz Reception

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